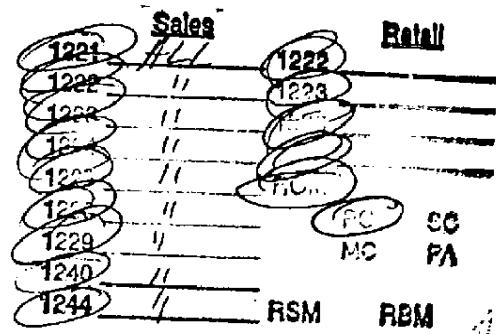


FSC-3-B	1/8/98	
SUBJECT: 1998 Retail Accrual Program Manual		
DISTRIBUTION:		
<input checked="" type="checkbox"/> AVP	<input checked="" type="checkbox"/> KAM	<input checked="" type="checkbox"/> DM
<input checked="" type="checkbox"/> RSM	<input checked="" type="checkbox"/> AM	<input checked="" type="checkbox"/> RM
<input checked="" type="checkbox"/> RBM	<input checked="" type="checkbox"/> AE	Sales Rep
<input checked="" type="checkbox"/> ROM		Retail Rep



Objective: Communicate Availability Of Revised Retail Accrual Manual

Purpose: Provide A Streamlined Handbook Which Contains Critical Program Elements For Users:

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- ROU Version

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- Field Administration
- Reporting Procedures
- Statement Explanation
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- Appendix

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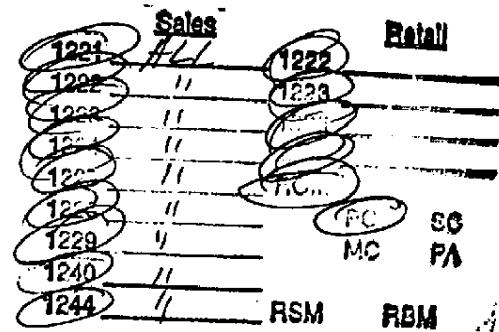
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Program Contacts: Jim Perry, extension #4360  
Anne Cullip, extension #1401

R. J. REYNOLDS TOBACCO COMPANY

51851 9042

FSC-3-B	1/8/98	
SUBJECT: 1998 Retail Accrual Program Manual		
DISTRIBUTION:		
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<input checked="" type="checkbox"/> RSM	<input checked="" type="checkbox"/> AM	<input checked="" type="checkbox"/> RM
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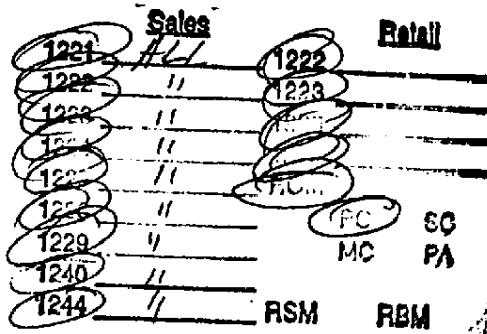
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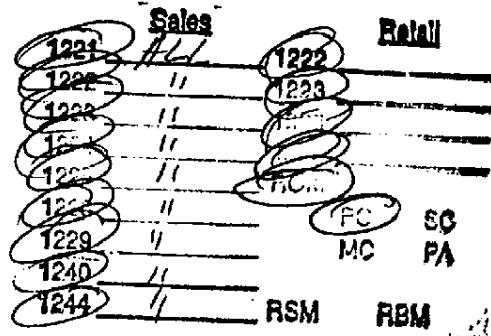
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 9044

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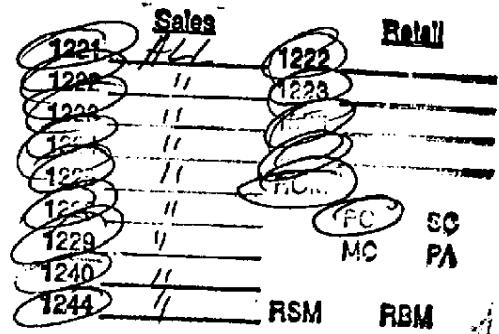
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<input checked="" type="checkbox"/> ROM		<input checked="" type="checkbox"/> Retail Rep

Sales		Retail	
1221	FC	1222	
1222	"	1223	
1223	"	1224	
1224	"	1225	
1225	"	1226	
1226	"	1227	
1227	"	1228	
1228	"	1229	
1229	"	FC	
1230	"	MC	SC
1240	"		PA
1244	"	RSM	RBM

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<input checked="" type="checkbox"/> RBM	<input checked="" type="checkbox"/> AE	<input type="checkbox"/> Sales Rep
<input checked="" type="checkbox"/> ROM		<input type="checkbox"/> Retail Rep

Sales	Retail
1221	11
1222	11
1223	11
1224	11
1225	11
1226	11
1227	11
1228	11
1229	11
1240	11
1244	11
	RSM
	REB

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R. J. REYNOLDS TOBACCO COMPANY

51851 9049

FSC-3-B		1/8/98
SUBJECT: 1998 Retail Accrual Program Manual		
<b>DISTRIBUTION:</b>		
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<input checked="" type="checkbox"/> ROM		<input checked="" type="checkbox"/> Retail Rep

Sales		Retail	
1221	Ad	1222	
1222	11	1223	
1223		1224	
1224	11	1225	
1225	11	1226	
1226	11	1227	
1227	11	1228	
1228	11	1229	
1229	11	FC	SC
1230	11	MC	PA
1244	11	RSM	RBM

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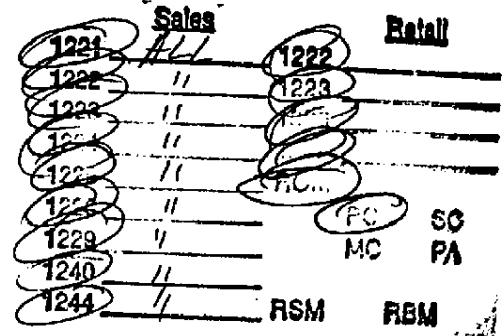
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<input checked="" type="checkbox"/> RBM	<input checked="" type="checkbox"/> AE	<input checked="" type="checkbox"/> Sales Rep
<input checked="" type="checkbox"/> ROM		<input checked="" type="checkbox"/> Retail Rep

Sales		Retail	
1221	11	1222	
1222	11	1223	
1223	11		
1224	11		
1225	11		
1226	11		
1227	11		
1228	11		
1229	11		
1230	11		
1231	11		
1232	11		
1233	11		
1234	11		
1235	11		
1236	11		
1237	11		
1238	11		
1239	11		
1240	11		
1241	11		
1242	11		
1243	11		
1244	11	RSM	BRM

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Sales		Retail	
1221	ALL	1222	
1222	11	1223	
1224	11		
1225	11		
1226	11		
1227	11		
1228	11		
1229	11		
1230	11		
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